

SMALL BUSINESS UPDATE



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SMALL BUSINESS OVERVIEW

- **ECONOMY**
- **MISSION**
- **GOALS/ACTUALS**
- **DOING BUSINESS WITH LANTDIV**
- **SMALL BUSINESS OPPORTUNITIES**
- **SUBCONTRACTING
OPPORTUNITIES**

ECONOMY

- **In 2002, there were 22.9 million small businesses in the U.S.**
- **Small firms employ more than half of all private sector employees.**
- **Small firms generate 60 to 80 percent of new new jobs annually.**
- **Small firms pay 44.5 percent of total U.S. private payroll.**

MISSION OF LANTDIV

- **GLOBAL ENGINEERING ORGANIZATION**
- **LANTDIV IS ONE OF FOUR EFD'S**
- **PLAN, DESIGN, AND CONSTRUCT SHORE FACILITIES FOR THE U.S. NAVY AND MARINE CORPS.**

COMPONENTS OF LANTDIV

- **HEADQUARTERS/MID-ATLANTIC**
- **EFA, NORTHEAST**
- **EFA, CHESAPEAKE**
- **EFA, MEDITERRANEAN**
- **OICC, NAPLES**
- **EFA, ATLANTIC (NAVAL RESERVE
UNITS)**

GEOGRAPHIC COVERAGE

- **MID-ATLANTIC AND
NORTHEAST REGIONS OF THE
U.S; THE ATLANTIC,
CARIBBEAN,
MEDITERRANEAN AND
PERSIAN GULF AREAS; THE
UNITED KINGDOM, AND
AFRICA**

SERVICES PROVIDED

- **DESIGN AND RELATED SERVICES**
- **POST DESIGN AND CONSTRUCTION SERVICES**
- **HOUSING SERVICES**
- **PUBLIC WORKS SUPPORT SERVICES**
- **ENVIRONMENTAL SUPPORT SERVICES**
- **PLANNING AND RELATED SERVICES**
- **REAL ESTATE SERVICES**

PURCHASE STATISTICS

- **NAVFAC AWARDED APPROX. 2 BILLION TO SMALL BUSINESS IN FY 02**
- **LANTDIV AWARDED APROX. 645 MILLION AWARDED TO SMALL BUSINESS IN FY 02 (39.1% OF THE TOTAL BUSINESS)**
- **TARGETS ESTABLISHED FOR SMALL BUSINESS, SDB, WOSB, HUBZONE, SERVICE DISABLED VETERAN OWNED SMALL BUSINESS, AND HBCU/MI**

PRIME CONTRACT AWARDS

FY 02

GOALS

SB 39.1%

SDB 15.1%

WOSB 4.6%

HUBZONE 2.5%

SDVOSB 3%

ACTUALS

SB 41.33%

SDB 18.8%

WOSB 5.05%

HUBZONE 3%

SDVOSB .29%

INNOVATIONS

- **SBSA'S FOR A & E REQUIREMENTS**
- **8(A) MACC CONSTRUCTION CONTRACTS**
- **PLAN TO SET ASIDE FOR HUBZONES A REGIONAL TASK ORDER CONTRACT**
- **CONSTRUCTION/CARPET/HVAC 8(a) BPA'S**
- **RECURRING MAINTENANCE CONSTRUCTION/SERVICE CONTRACTS**

GUIDE FOR DOING BUSINESS

- **REGISTER ON PRONET**
- **USE SUBNET**
- **ESTABLISH WEB SITE**
- **ATTEND CONFERENCES**
- **MARKET FIRM TO GOVT.
OFFICES**
- **USE LARGE BUSINESS PRIME
CONTRACTOR LISTS**

GUIDE FOR DOING BUSINESS CONT.

- **USE INTERNET SITES TO IDENTIFY CURRENT AND FUTURE NAVY PROCUREMENT OPPORTUNITIES (e.g., FEDBIZOPPS, ESOL)**
- **GIVE TECHNICAL CAPABILITY BRIEFINGS**
- **PROVIDE QUALITY AND TIMELY SERVICES**
- **WHEN YOU PROMISE A COMPLETION DATE, MAKE IT HAPPEN - ADVISE YOUR CUSTOMER IF THERE IS A PROBLEM**

GUIDE FOR DOING BUSINESS CONT.

- USEFUL INTERNET SITES
 - www.lantdiv.navfac.navy.mil (Atlantic Division's internet site)
 - www.fedbizopps.gov (fedbizopps)
 - lrae.abm.rda.hq.navy.mil (Long Range Acq. Estimates Web Site)
 - <http://esol.navfac.navy.mil> (electronic solicitations)
 - www.sba.gov

SMALL BUSINESS OPPORTUNITIES

- Facilities Maintenance Services
Contract planned for 4th quarter FY 04
award
- Regional Annual Task Order Contracts
are planned. One contract is planned
as a HUBZone set aside est. between
\$5 to \$7 million per year.
- Annual A/C Maintenance at NNSY to
be SBSA

SMALL BUSINESS OPPORTUNITIES (CONT)

- Annual Asbestos Lead and Testing to be SBSA
- 8(a) competitive annual chain link fencing , repair, installation for Mid-Atlantic Region est. from \$10 to \$25 million for three years
- Annual Maintenance and Repair of MHE Forklift Batteries

SMALL BUSINESS OPPORTUNITIES (cont.)

- Environmental contract covering various biological, research, development and resources support services. Estimated at \$5 million for five years.

SUBCONTRACTING OPPORTUNITIES

- Multiple Award Contract (MAC) for construction, renovation, alternation, and repair projects for Hampton Roads est. at \$15 million per year per contractor with three option years
- Admin. MAC est. at \$150 million per contractor per year with four option years

SUBCONTRACTING OPPORTUNITIES

- Hangar/Industrial Facility MAC with task order value between \$10 million and \$75 million for five years. Total value of all contracts NTE \$700 million.
- Medical/Dental MAC with task order between \$5 million and \$25 million for five years-total value of all contracts NTE \$250 million

SUBCONTRACTING OPPORTUNITIES

(Cont.)

- Remedial Action Contract est. at \$25 million per year, with a task order value ranging from \$2K to \$50 million for five years
- Comprehensive Long-Term Environmental Contract est. at \$25 million per year, with task order value from \$500 to \$25 million with a base year and nine option years